

# EXHIBIT N

**ODEBRECHT**

Construtora Norberto Odebrecht S.A.

CNO/MADE/DC-020/07

Rio de Janeiro, 05 de setembro de 2007.

To  
Mr. Jeffrey R. Wiener  
Manager – Hydro Sales and Commercial Operations  
GE Energy / General Electric International, Inc.  
1 River Road, Building 37-440 floor  
Schenectady, New York 12345

Dear Mr. Wiener,

This responds to your letter to me of June 18, 2007, requesting that we agree to release General Electric from its contractual obligation not to compete against the Odebrecht consortium in which it was once a member. We appreciate your candid acknowledgement in letters of March 15, 2006, and June 18, 2007, that the non-disclosure and exclusivity provisions of our agreement survive even a termination or cancellation of such agreement, and you continue to be bound by both provisions. For the reasons set forth below, we cannot agree with your request that we waive these important undertakings.

As you know, beginning with our discussions in 2005 about GE becoming a key vendor and member of the Odebrecht Rio Madeira hydropower project consortium, and as memorialized in the contract we signed with GE on January 11, 2006, Odebrecht shared with you extensive proprietary, confidential, and competitively-sensitive information about our prospective bid. This information included confidential information and documents relating to engineering plans and drawings, design solutions, construction strategy, pricing of the equipment, vendor terms, deal structure, scheduling and phasing, guarantees and performance bonds and standards, as well as proprietary information about the river's hydrology and the architecture of the project we intend to build.

We would not and could not have proceeded to include you in the consortium and to share such sensitive and confidential information with you both before and after January 2006 had we not been able to establish a contractual relationship of trust based on your written commitment not to disclose this valuable competitive information to other bidders or to participate with them in competition with ourselves. Disclosure of this type of information to a bidder competing against us would be grievously harmful to our bid, and perhaps fatal. Similarly, the use of such information in competition against us, even without its disclosure to third parties, would have a similar effect. All the parties in the

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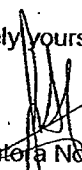
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consortium understood the critical nature of this need for trust and confidentiality when we originally contacted together. Put differently, exclusivity commitments ensured that the partners would contribute fully to the joint effort without fear of misappropriation of confidential information for unintended uses. This kind of trust and loyalty is critical to high risk, high cost ventures like the Madeira project.

We have always believed that both provisions were and are necessary to make out collaboration work. It is for this reason that we are unwilling to waive the non-compete provisions in our contract.

Sincerely yours,

  
Construtora Norberto Odebrecht  
José Bonifácio Pinto Junior  
Diretor de Contrato

cc: GE Ombudsman

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